



Role of Small Business in Government and Technology Contracts

**Small Business Solutions
Development Center
Expo 2002**

GSA Federal Technology Service

Today, we'll talk about...

- **Federal Information Technology Marketplace**
- **Federal Small Business Goals**
- **3 R's - Research, Resources & Registrations**
- **FTS and the Small Business Solutions Development Center**
- **Benefits for Small Business and Federal Clients**

Federal Technology Marketplace

- **Current IT trends**
 - Federal government is now a solutions buyer
 - OMB grades agencies on performance
 - 85% of small firms will be conducting business over the web by 2002 (SBA, Jun 2000)
 - Role of agency CIOs changing
 - Shrinking federal workforce, fewer procurement personnel

Federal Technology Marketplace

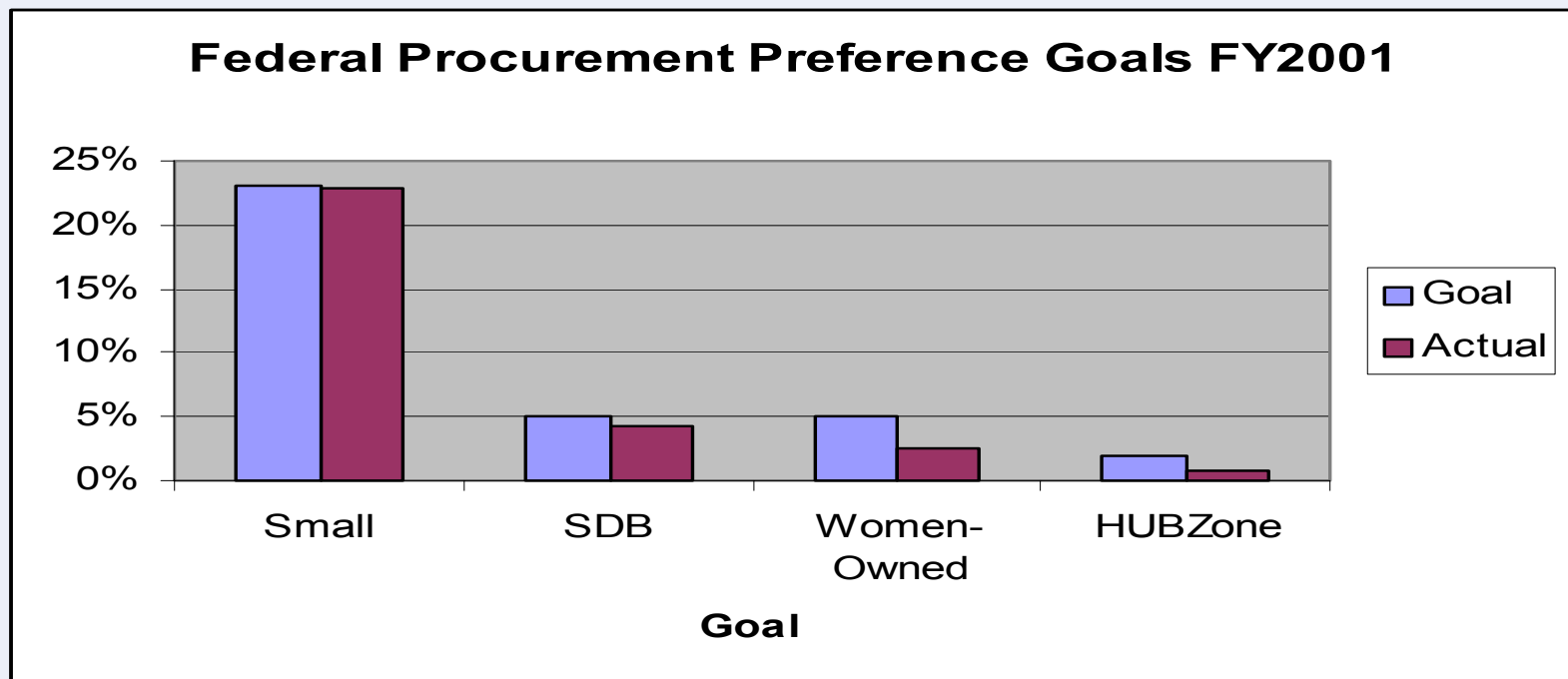
- **IT Appropriations & Forecasts**
 - House Appropriations Committee expected to approve \$29.4B in supplemental funding for IT & Homeland Security (FCW, 5/13)
 - FY03 IT budget \$52.1B (\$44.9B FY02 budget)
 - Enhance existing programs over new
 - FY04 forecast of \$54.5B (FSI)
 - Homeland Security - \$37.7B FY03 (FSI)
 - Biometric Identification for INS

Federal Contracting Goals

- **Report: 2002 Scorecard III, House Small Business Committee Democrats, May 15, 2002**
 - Set government-wide by statute for small, SDB, HUBZone and women-owned businesses
 - None of the goals were met in FY2001
 - Overall procurement pie is bigger and growing (\$219.6B in FY2001, up 10% from FY2000)
 - Disproportionate amount of small business awards (less than 2% increase)

FY2001 Government-wide Goals

Sources: FPDS, Scorecard



IT Market Research Sources

- Federal Procurement Data Center,
<http://www.fpdcc.gov>
- Agency websites
- <http://www.fedbizopps.gov>
- <http://www.fedstats.gov>
- Commercial (Federal Sources, Inc., Input,etc.)
- Trade publications

IT Market Research Sources

- **Subcontracting Opportunities**
 - **GWAC listing on Acquisition Network**
 - **<http://www.arnet.gov>**
 - **Contract Comparison Matrix**
 - **FTS GWACS allow for adding teaming partners (contact Contracting Officers)**
 - **Download file from**
<http://www.fast.sdc.gsa.gov>

Small Business Resources

- DoD Office of Small & Disadvantages Business Utilization
 - <http://www.acq.osd.mil/sadbu>
- GSA Office of Enterprise Development
 - <http://www.gsa.gov/oed>
- Small Business Administration
 - <http://www.sba.gov>
- Procurement Technical Assistance Centers
 - <http://www.dla.mil/db/procurem.htm>
 - <http://www.sellingtothegovernment.net>
- Acquisition Network (FAR, policy, OMB rulings, GWAC list)
 - <http://www.arnet.gov>

Federal Response

- **1997 GSA/FTS 8(a) FAST MAIDIQ Contracts**
 - www.fast.sdc.gsa.gov
- **1999 Department of Commerce GWAC**
 - **Commerce Information Technology Solutions - (COMMITTS)**
 - **Small, SDB, Women-owned, 8(a) Industry Partners**
 - www.commits.doc.gov

Contractor Registration

- **Central Contractor Registration (not just for DoD)**
 - <http://www.ccr.gov>
- **Federal Business Opportunities**
 - <http://www.fedbizopps.gov>
- **Department of Defense**
<http://www.dodbusopps.com>
- **SBA's PRO-Net and SUB-Net systems**
 - <http://www.sba.gov>
- **GSA/FTS IT Solutions Shop (ITSS)**
 - <http://it-solutions.gsa.gov>



Federal Technology Service

Mission

“Our business is to provide information technology solutions and network services that deliver best value and innovation to support our customers’ missions worldwide.”

How does FTS accomplish this?

- **Concept of Operations**
 - **Client Support Centers (CSCs)**
 - Provide direct client interface and support, issue and manage deliver/task orders against contracts, and deliver (resell) solutions to our clients.
 - **Solutions Development Centers (SDCs)**
 - Award and administer FTS contracts for federal agency use

FTS Value-Add

- **Allows client agencies to focus on their missions**
- **Shorten procurement lead times**
- **Provides project management and contracting expertise for technology acquisitions**
- **Technical expertise**

The Role of the Solution Development Centers

- Provide contract expertise
- Manage and administer current contracts
- Provide contract options and alternatives to federal clients
- Reduce FTS dependence on single contracts
- Maximize the number of industry partners

Solution Development Centers (Procuring Arm of FTS)

- **FEDCAC - Washington, DC**
- **Answer - San Diego, CA**
- **Information Technology Acquisition Center (ITAC)
- Ft. Worth, TX/Atlanta, GA**
- **Small Business - Kansas City, MO**

Small Business Solutions Development Center

- **Mission**

- To award and administer contracts to small business industry partners for information technology and network services for government-wide use

8(a) FAST Contract Highlights

- **156 Industry Partners**
 - Owners represent women, veterans, service disabled veterans, hearing impaired, HUBZone, 5 different ethnic groups
 - Award Recipients Listed in “Hall of Fame”

8(a) FAST Contract Highlights

- **8(a) FAR Part 19 authority with Multiple Award provisions from FAR Part 16**
 - allows for directed buys for self-marketing and/or client preference based on past performance of industry partners up to \$3 million
 - Over \$3 million - fair opportunity process
- **SIC 7373 Information Technology Integrated Services**

8(a) Contract Highlights (cont.)

- Seven primary labor categories (others may be proposed on a task order basis)
- Period of Performance through October 31, 2004
- 8(a) credit transferred back to funding activities
 - through GPDS Block 47 (Funding Agency code)
FIPS 95-2 (more on FIPS on www.arnet.gov)

Benefits of 8(a) FAST Contracts

- Client agencies receive 8(a) Credit
- Sole source up to \$3M per task order
- 156 Qualified Industry Partners



New Initiatives

- **HUBZone multiple-award IDIQ Contract**
- **2nd Generation 8(a)**

HUBZone Initiative

- **HUBZone: Historically Underutilized Business Zone**
 - HUBZone Act of 1997, Title VI of P.L. 105-135 created the HUBZone Empowerment Contracting Program
 - Goal: Stimulate the economy and create jobs in areas of pervasive unemployment and underdevelopment
 - Targets employment rather than ownership

HUBZone Initiative

Q: What is a HUBZone?

A: A HUBZone is an area that is located in one or more of the following:

- A qualified census tract**
- A qualified non-metropolitan county**
- Lands within the external boundaries of an Indian reservation.**

Learn more about the HUBZone certification at <http://www.sba.gov/hubzone>

HUBZone Initiative

- Statutory goals under Public Law 105-135 are based on the total federal procurement dollars per fiscal year.
 - 2.5% FY2002
 - 3% FY2003 and each year thereafter
- Conducted focus groups with contracting & small business specialists
- Solicitation closed 3/12/02
- 7 specific functional areas
- Awards anticipated June 2002

2nd Generation 8(a)

- **2nd Generation 8(a)**
 - **Business Plan submitted to FTS in April**
 - **SBA approval as well as OMB to follow**
 - **Plans include the following:**
 - **3 year base with three 2 year options**
 - **8 Functional areas**
 - **To be synopsized in www.fedbizopps.gov**



We help you market

- SDC Newsletter
- Video
- Catalogs
- SDC web site
- Advertising
- CSC specific campaigns
- Trade shows/seminars/procurement fairs



1-877-FAST-SDC

Mary Parks	816-823-3960
Rita Velilla	816-823-4356
Howard Innis	816-823-4658
Delta Helm	816-926-1387
Matt Verhulst	816-926-1366
Lori Burghart	816-823-3369
Chris Carver	816-823-2330
Tausha Freeman	816-823-5321
Janna Babcock	816-823-5320
Jean Oyler	816-823-4499

Small Business Solutions Development Center
<http://www.fast.sdc.gsa.gov>

FTS Small Business Solutions Development Center

- 1-877-FAST-SDC
- <http://www.fast.sdc.gsa.gov>
- <http://r6.gsa.gov/fts> (click on “Downloads” for electronic copy of presentation)
- <http://www.fts.gsa.gov>
- <http://www.gsa.gov>



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GSA Federal Technology Service